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AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Semi-Monthly by American Fruits Publishing Company, Inc.

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No. 3



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THE AMERICAN NURSERYMAN—August 1, 1917

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

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RALPH T. OLCOTT
Editor and Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC. 33 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

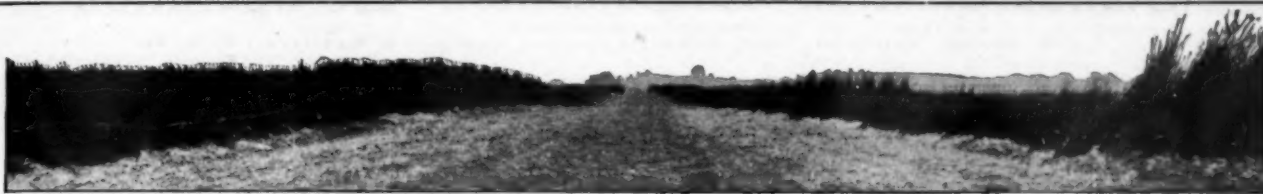
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This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.



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American Nurseryman

THE NATIONAL JOURNAL OF
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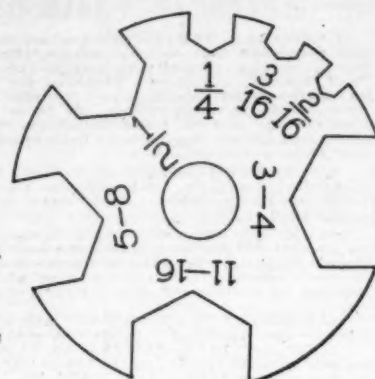
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Standardization--Organization--Co-operation

J. R. Mayhew, Waxahachie, Texas, Before the American Association of Nurserymen, Phila., Pa.

Mr. President and Gentlemen:

I am not unmindful of the titanic obligation I assume when I come before you to speak on this subject, and had I not been urged by friends over the country generally to attempt this further service of endeavoring to strengthen our organization, and were I not led in this attempt by a desire to render you a service, I could but wish that some other one of you had my place on this program. The program before you for rendition at this meeting is made up of live subjects, all more or less related to the questions which I am to discuss at this hour, for after all the progress of the world depends very largely on organized co-operative effort. Hence, if I shall traverse some ground which has been covered by the speakers preceding me or if those who follow me shall repeat some of the things I shall say, it will not be amiss.

We are to-day face to face with conditions the like of which the world has never known and the outcome of which no sane person can hazard an opinion. The world is at war, and while we are far removed from the battle front, the result of all the waste is becoming more and more distressing and a portion of this cost must of necessity be borne by our business. Our duty to-day is to shape our affairs to meet the conditions of the hour. One thing is apparent to all, and that is the policies of the past and the present will not suffice, and whether we accomplish the ends sought individually or co-operatively is for you to determine during the days of this convention. Within the next few days a war tax will be levied on practically everything in touch, from the carriage of your letter to the bill of lading issued for the carriage of your goods to the customer. Positively the only tax from which you will be exempt will be the tax on your net earnings, and thereby hangs our story. We offer no protest against our part of this war tax, for the nurserymen are loyal citizens and will bear uncomplainingly their part of the cost of this conflict, but what I want to get before you is that we must shape our affairs to meet these new conditions or go out of business. There is no product used in the maintenance of your business which has not advanced and is not advancing daily at an alarming rate. You cannot do business during the season of 1917-18 on the same basis of prices and under the same policies of the past season without incurring loss. I am not an alarmist and I do not believe the world is going to the "demnition" bow-wows. I believe, on the contrary, that out of all this chaos will come order and law, and that business as in-

dividual, purged of the dross through this mighty conflict, will live and render more efficient service because of its travail. If what I propose seems to abridge your rights as an individualist, let me say in advance that it is only destructive individualism with which my plans would interfere. Individualism is the sacred and inherent right of every true American, but I think we are all agreed that unless our individualism is constructive we can well afford to dispense with it. I want, then, for a little while, to tell you how I think we can help ourselves and one another through co-operative effort directed through the leadership of a strong business organization.

STANDARDIZATION

One of the greatest needs is standardization, and I use the term in the broadest possible sense. Right here I am reminded of the magnificent address delivered at the Milwaukee convention by our worthy president on this subject, and I only wish the suggestions which he made last year at Milwaukee had been followed, when I feel sure that we would have accomplished much toward standardization which has been delayed. We have accomplished something, to be sure, in the recent past here, but I hardly think we have accomplished all that is needed.

(A) First, there should be standardization as it pertains to grading and packing. And this standard should be applicable and binding anywhere within the United States. Every tree and plant should be sent out under a correct standard of grading and should be as good in Western New York as in Iowa, Alabama or Texas. The standard case or bale should be of certain size and should be charged for, not as is true today, at \$1.50 to \$4.00, but at a standard price. In adopting a standard which should apply all the way through, care should be exercised so that no doubt would remain in any member's mind pertaining to grading and packing. Under existing conditions, a car load of shade trees, for instance, purchased of one grower will be calipered at the crown, while from another grower they will be calipered six inches above the crown, which necessitates an endless amount of correspondence and oftentimes something decidedly more costly. In this connection, and in passing this whole matter should be referred to a special committee. A higher grade of peach, plum, and apricot seems to be demanded in the south than in other sections of the country.

(B) Standardization of agents' contracts and our dealings with agents. To the member who deals exclusively wholesale, this

is not a problem, but to many of us operating with salesmen in the same territory we should at least come to a better understanding. What part of a dollar's worth of sales in commissions justly belongs to the salesman, and when should said commissions be paid? The salesman is coming more and more to believe that he is entitled to the lion's share, and his position is doubtless the result of the keen competition among nurserymen for his services. Without in the least abridging the right of contract, would it not be possible for us to come to a better understanding among ourselves concerning this question? Furthermore, should not every one of us respect the rights of every other member of this Association and quit overbidding for the services rendered by salesmen? I think furthermore, that every member of this Association should file with the secretary the name of every undersirable salesman at least once a year, and oftener if necessity arises. A member desiring information concerning an applicant would thereby get the same dependable information concerning salesmen as is possible to-day from the Protective Association on growers and nurserymen generally. If, when this information is available, a member writes a contract with a salesman listed as undersirable, it should be grounds for dropping him from the Association. There needs to be a house-cleaning here. Would not some such plan as I have suggested purify the sales end of the business? Would it not get rid of a lot of "bum" tree peddlers, and would it not save a lot of us money who gamble on retail sales?

(C) Standardization in advertising. I do not know that I can make myself thoroughly understood when I attempt to define a standard in advertising. The advertising clubs of America are hammering away on this question, and to good effect. The thought I hope to get before you is that our advertising should be constructive, should be honest, should ring true of a service that is competent, not something cheap, but something valuable. Pick up any of a dozen farm journals during the planting season and you will become thoroughly sick over the character of advertising some people are doing. "First class peach or apple trees at 2¢ each" is a lie. The firm who writes the advertisement, the paper that receives and prints it, and the public who reads it, know that it is a lie. I believe our advertising should stand for par plus; furthermore, that we should look with disfavor on that character of advertisement carrying prices, whether at one price or another. Some day after we learn the

worth of co-operation, we will advertise co-operatively, and will thereby get results and a character of publicity we shall not be ashamed of. I favor a plan which will force out of this organization any member who is responsible for an advertisement, whether issued publicly or privately, that is not one hundred per cent truth. Furthermore, in the matter of advertising, it is a colossal blunder for wholesale lists to be so cheap that, after the bona fide nurserymen over the country have been supplied, a few lists are left on hand for distribution to "commercial orchardists" planting a dozen trees or more, town site developers, etc., etc. To be sure, there are some honest mistakes here, and I am of the opinion that most of us favored a restricted mailing list for our wholesale trade lists, but we have been too careless and some of us have been too anxious to sell stock wholesale. There is a way to safe-guard the matter of wholesale trade lists going to people who are not entitled to wholesale prices, and it is up to us to find that way and walk therein. The nurseryman who knowingly places his wholesale trade list in the hands of a retail customer is unworthy of membership in this Association and should forfeit it.

(D) **Standard in Ethics.** Put on the soft pedal here? By no sort of means. The highest known standard is none too good for the nurserymen of America. One of my good friends suggested a subject for this program which should have been included, "The Esprit de Corps of the Nursery Business." That subject goes to the heart of the question. The spirit, the high purpose of men associated together in a common cause. It is worthy of our best thought, and, my friends, as much as it shames us to admit it, we need to clean house here and the cleaning should be from cellar to garret. We know there are policies practiced by some in the nursery business which only the search-light of constructive criticism will correct and we ought to get busy and get the job off hand. House cleaning is a most despicable job, and when in the nature of things it has to be done, we take to the woods and leave our wives to face the issue alone, but it is a better place to live after the ordeal. A bill is introduced in congress named "misbranding," and the news drives us to desperation. Why? "Get busy with your congressman and senator" is the cry from one end of the land to the other. How many times we have found ourselves seriously embarrassed endeavoring to compose letters in opposition to bills that, to say the least of it, had some merit, and which were intended to correct irregularities which have brought the business into disrepute. A bill which provides that salesmen, before offering nursery stock for sale, procure a "clean health certificate" from accredited authority, gives us business hysteria. Why? We do not want anybody "nosing" into our private affairs. Are there good and sufficient reasons?

I am not scolding, neither am I preaching, but I want you to get this, there is going to be a house-cleaning and the issue is squarely up to us. We can do the job if we will, and we should, but it is going to be done and if we refuse it will be done for us. Indiscriminate substitution is a crime, and so long as practiced will degrade and debase the business. Just so long as salesmen without character are given credentials to sell our products, just so long will we continue to be embarrassed. These are only exceptional cases, to be sure, and in the main the ethics of the nurserymen are not inferior to the ethics of men en-

gaged in other lines of business. "Ye are clean, but not all," and so long as there is left even one to defend policies of the ancient past, they should be condemned, yea, such a one should be scourged from this Association. You think it necessary that the membership of this Association be largely increased, and I am in hearty agreement therewith, but one thing we should demand above all else is that no member should be admitted to our councils whose business ethics are questionable. Let it be understood that a member guilty of unfair or questionable transactions is unwelcome among us, that there is no room in this association for such an one, write this provision into your constitution and live up to it, and the effect will be salutary. I know I but speak your sentiments when I say again that the highest standards are not too good for the nurserymen of America.

(E) **Standardization in prices, wholesale and retail.** Here we reach the climax in the discussion of the question of standardization, for after all this is the meat in the coconut. I am not unmindful of the obstacles which confront us when we approach this problem. I am aware that by both federal and state statutes we are prohibited from entering into an agreement, that we are prohibited from combining to fix and maintain any sort of prices. What I shall say and what I shall propose shall be safely within the authority of the laws of the land. One thing about which we are all agreed is that in the matter of costs of our products there is chaos. Talk to any man about the cost of producing trees and plants and he goes up in the air. He tells you candidly that in his opinion there is no way to arrive at these costs, and I verily believe this is our great blunder.

Now then, I would not fix the selling price, but I would figure as nearly as possible the cost of production. Suppose, and this is my plan, that we appoint at the expense of the Association a thoroughly competent commission comprised of the best material obtainable; and made up of men who are engaged in both the wholesale and retail trade, to definitely, or as nearly as it is possible for them to do so, determine the cost of producing trees and plants grown and sold in America. Suppose they would, after exhaustive research, bring before this body a report that in their opinion $\frac{1}{2}$ peach trees cost \$80.00 per thousand, and that a less price than this would be less than the average cost of production for this grade of peach. Would it not be a chart to guide us on this troublous sea? And so all along the line they would indicate the costs, which, to a degree at least, would enable the wholesaler to approximate the worth of his products. But we cannot stop here, for this stock must go into the hands of the planter before any body gets any money out of it, and this Association must serve as consistently the retailer as it does the wholesaler. This commission must continue their investigations until the retailer and his marketing costs are accounted for.

I believe this commission can get dependable information on this question which will lead us out of the wilderness of doubt, and while it is not to be hoped or desired that competition among us should be abridged or that every man, whether wholesaler or retailer, will sell his products at the same price, it is possible and desirable that there should be at least some uniformity in prices, both wholesale and retail.

The time will not come, nor should it, when superiority of service coupled with a

pleasing personality will not receive its due reward, but it would be desirable and helpful to all alike if there could be adopted some standard of costs which could be used as a basis, at least, for figuring prices.

I hear some skeptic say this thing cannot be done. I want to say to you that it can be done and that it will be done if any considerable number of us will do our part. Some other critic says, "Oh, well! You can gather the data and it would be workable if the members would follow the commission's lead." I believe the members of this Association in the main are anxious to adopt constructive policies and that they are hungering and thirsting for a plan of procedure which will be safe and which will guarantee their families a living. Furthermore, if something of this kind is not done, if the nursery interests of America are not somehow gotten on a more stable basis, if, in other words, the business is not made to pay reasonable profits, there is little incentive for one to give it the thought and energy that is so necessary in making a business go. Again I want to say that this plan can be made to work, for "he can who thinks he can." The question is, are we willing to give it a fair and impartial trial. Have we suffered long enough? If we have, it will work.

ORGANIZATION

I favor building the most thorough, the most perfect business organization possible, which, domiciled in some centrally located city of the country, under the management of a thoroughly capable man and corps of able workers, will do for this Association all that the management of a corporation does for its stock-holders. I will not attempt to define all the duties of such an organization. Suffice it to say that whatever is necessary for the promotion of the nursery interests, under the direction of your executive committee, this organization should do, and, in addition to the duties performed heretofore by your Secretary, the head of this organization would be business manager as well.

For executive, a man will be wanted, and in my opinion he should be one familiar with the problems of the members of this Association. He must, to be sure, be a man of vision, a man of strong executive ability, a man of unselfish life and purpose, desirous of rendering a great service; and if such a man can be found, and I doubt it not, and if I mistake not the results, he will lead us out of the wilderness of doubt and into the land of promise. Such a man should and will command a salary in keeping with the services he will render and the personal sacrifices he will make, for mistake it not that any big man enough to fill this place will have no trouble in taking care of himself within his own business and most certainly would accept the place only because of the service he could render his fellows.

STATISTICS

Specifically, I want to mention a few of the things which this organization should do, and one of the first which occurs to me is the gathering of statistics. Statistics of every possible concern to the members of this Association should be available in the office of your general manager. The average number of trees and plants used normally per season should be compiled and seasonable advice sent out to hedge against over-production in one line and under-production somewhere else. I believe that if we had these facts we would find practically the same amount of stock is used each season,

and that our troubles come about largely because of lack of definite plans for co-operative distribution. At a given time, and as early in the year as is practicable, this organization should ascertain the number of marketable trees and plants in the hands of member growers, and each month thereafter all surplus in the hands of members should be compiled and distributed to the membership of this Association upon their requisition. The aim in all this is to bring the buyer and the seller together upon a fair, equitable, and stable basis. I have often wondered if, after all, there is not enough good stock each year in the hands of the members of this Association to supply the needs of all, and if this is proven to be true, and our plan of distribution does not miscarry, would it not, to say the least of it, minimize the annual brush pile? What would be the worth in dollars and cents of the stock which each season finds its end in the annual bonfire? Someone has estimated this annual loss at \$1000.00 per member, mine has often been more, but if that be true and we were able to save any considerable part of this loss, would it not be worth striving for?

You are already declaring me Utopian, but before I have finished I may give you grounds to pronounce harsher judgment. So far I have not offered you anything but the most practical thought, have not hinted at a scheme which will not work to your mutual betterment, if you will work it. It all depends on your standing hitched, and if I can find a way I will do the hitching.

And again I would make this organization purchasing agent for supplies if you please. Burlap, twine, box lumber, etc., etc., could most probably be purchased in quantity at considerable discounts, and routed properly could be handled car-load into certain districts at quite a saving to the buyer and without liability to the Association.

TRANSPORTATION

I would have this organization gather dependable information concerning propagation, cultivation, transportation, tariffs, etc. Just a word here in reference to transportation, because this is a problem which, like the poor, is always with us. A member of this organization should be a man versed in the affairs of transportation as applied strictly to the nursery business, one capable of auditing the freight and express bills of the members of this Association, and I doubt not there is a little fortune in good valid claims against the transportation companies in your old freight and express bills. Such a man could pay his salary and pick up for each of us a big salvage which, if I mistake not, would come in "mighty handy like." Such a transportation man would prove an exceedingly valuable asset, and the job is big enough to demand all of his time. It is absurd to think that affairs of such magnitude can longer be taken care of by a man who has other obligations and who, of necessity, makes sacrifices which he should not be called on to make.

DISEASES AND INSECTS

I would have this organization gather all data possible in the matter of control and treatment of diseases and insect pests, and I want to say right here the nurserymen of this Association know more about diseases and methods of control than all the combined forces of the entomological associations. Who would question the ripe experience of these veterans who have, through practical study, laid up a valuable store of knowledge which you and I need and which they will be glad to give. This

plan, carried to its consummation, will place in the hands of each the wisdom of all, making us co-workers together for the success of all. Utopia? There is no other road to success, individually, than along lines of co-operation. Man does not live to himself alone. Each one of us, for selfish reasons if for no other, is vitally interested in the success of every other one. An idealistic dream? Without faith in a more perfect future, whether it concerns the conduct of a business, the affairs of a nation, or the final resting place of the soul, all progress ceases. I do not need to prove this statement.

CO-OPERATION

Now, friends, I have come to the last and final analysis of the cause. We may effect proper standards and apply such standards wherever needed, and we should. We may perfect the best business organization the world has ever seen or the mind of man conceived, and without the hearty, honest, and consistent co-operation of this body it will be time, energy, and money wasted, yes worse than wasted. Co-operative dealing in the truest sense among the members of this Association will guarantee the success of this plan, and just as surely a lack of co-operation will mean failure. Having agreed that through a competent commission the nursery business in all its phases may be established, we must of necessity be governed by the report of this commission or its work is valueless. Your officers may, through the proposed manager's office, gather statistics answering your every need which, if unused, will be as valueless as the stock you grow and fail to market.

"Buy it from a member," should be the slogan of this Association, and these words should be printed conspicuously upon our letter-heads and upon all our literature until burned upon our conscience. I do not want to be understood as favoring a boycott against a great number of worthy men who in a small way are conducting a worthy business and who have not yet found their way into our councils, but I am in favor of making this Association so serviceable that all such worthy ones will cry aloud for admittance. The success of an organization such as I am proposing suggests that each of us will, as far as at all practicable, buy and sell to one another on a co-operative basis, standardized as far as it is possible to do so.

I have already stated that in any given season the probabilities are there is enough good stock in the hands of member growers to supply the needs of all, and if I am right, co-operative dealing, one with the other, would eliminate, or at least reduce, the annual brush pile. The members of this and auxiliary associations within the United States do practically the business of the country. Suppose we continue to buy trees and plants of these farmer growers only because we think it a pick-up. Are we, after all, greatly benefited? I doubt not, all the facts were known of misbranding, inferior grading, packing, etc., but that you pay more for your pick-ups than you do for stock purchased from a legitimate grower at advanced prices. Furthermore, who is the meanest, the "cussedest" competitor we have? Who is it that runs an ad in the classified columns of the farm journals during the planting season, "Strawberries \$1.00 per 1000. Black and dewberries \$3.00 per 1000. Fine plum, peach, apple trees at 2¢ each. Express prepaid." Ordinarily it is this same farmer grower. You bought the bulk of his stock at pick-up prices, but you

left him enough to hammer you and other legitimate nurserymen to death. Some of us are critical every where else but here. We are as indifferent of whom we buy stock as was the old darkey in my state who wanted to get married. This old negro asked his master to buy him a license in a neighboring city. The master, being in haste, did not ask the name of the happy woman, but as he drove along he reflected on the many tender attentions that he had seen John lavish upon Malinda Wilson, the cook, and, concluding that there could be no mistake, had the license made out in her name. "There's your license to marry Malinda," he said to the old darkey on his return, "you're as good as married already and you owe me only two dollars." The darkey's face fell. "But Marse Tom, Malinda aint de lady Ise gwine ter marry. Dat wa'n't nothin' mo'n a little flirtation. Georgia Thompson, the laundress, is the one Ise gwine ter marry." "Oh, well, John," said the master, amused and somewhat irritated, "there's no harm done. I'll get you another license to-morrow, but it will cost you two dollars more." The next morning the old darkey came out to the carriage as it was starting to town, and leaning confidentially over the wheel said, "Marse Tom, you needn't git me no udder license, I'll use the one Ise got. Ise been thinkin' it over in the night, and to tell you de troof, Marse Tom, de conclusion ob my judgment is dat dar aint two dollars worth ob difference between dem two ladies."

Yes, we are exceedingly critical in some of our dealings, but we care not a flip who grows the stock that goes into our orders. Leave his entire stock in the hands of the farmer grower for one season, withdraw your patronage from him, and he goes out of business. I want to say here that this renegade element, both growers and sellers, are kept in business by you men before me, and they will go back to growing corn and cotton when we quit buying their stock. Will we do it? It makes little difference, after all, whether the price is one thing or another, if this price is equitable and stable. It will be readily agreed that if each of us is able to sell his growing on a fair and reasonable basis, each year would be profitable where under the present chaotic conditions it is a gamble, pure and simple. More and more I am coming to believe that through close co-operative methods will we be able to place the nursery business on a paying basis and to relieve it of the many hazards which has been true of the past.

THE COST

Already I think I hear you question the plans I am suggesting because of the cost of maintaining such an organization, and, to be sure, it will cost something. But I further believe that under some such plan membership in this Association would be worth many times its cost, and that inside of five years every nurseryman worthy of the name in the United States would be knocking for admittance.

Suppose we estimate the cost of maintaining this organization at \$12,000 to \$15,000 per year, and I believe this amount would be sufficient, at least for the first year. What an insignificant obstacle it is when apportioned among four hundred of us. Personally, I will be willing to have the executive committee apportion the expense pro rata, and would obligate myself to assume the apportionment made. However that may be, I am sure there is a more satisfactory way to meet this cost, and I am persuaded that such an organization would

save the members of this Association \$100,000.00 per year. I believe, gentlemen, this plan would reduce the annual loss of the brush pile this amount, to say nothing of the benefits which would accrue to us otherwise. In other words, if we are willing to contribute a small part of the stock which annually goes into the brush heap, and will obligate ourselves to get behind this proposition in dead earnest, no fooling—pledging our sacred honor to the plan outlined, this will be the best day's work of our lives.

IN CONCLUSION

I thank you for the patience with which you have listened to this address which, of necessity, has been long. I have endeavored to give you an outline of a big, comprehensive plan for handling some of our problems. Again I want to say I have been prompted in all this only by a desire to render you a service. I have given the whole scheme the best thought I am capable of, and I believe it can be placed in form which, if adopted, would become the working basis for our Association.

To put into operation the suggestions I bring you it will only be necessary to change Article VII of the constitution, and this change is necessary only to enable your executive committee to raise the money to defray the expenses of the proposed organization. If you think there is merit in anything I have proposed, you will of course adopt such suggestions as you deem practical, but if you reach different conclusions and determine to reject utterly all that I have proposed to you, we are still friends and you will find me on the job battling always for the best it is possible to attain in our profession.

Say you saw it in AMERICAN NURSERYMAN

American Rose Society

The officers of the American Rose Society whose terms begin with the first of July, 1917, are: President, Benjamin Hammond, Beacon, N. Y.; vice-president, William L. Rock, Kansas City, Mo.; secretary, Prof. E. A. White, Ithaca, N. Y.; treasurer, Harry O. May, Summit, N. J.

Executive committee: Wallace R. Pierson, Cromwell, Conn.; Robt. Simpson, Clifton, N. J.; John H. Dunlop, Richmond Hill, Ont., Can., whose terms expire 1918. E. Allan Pearce, Waltham, Mass.; Robt. Pyle, West Grove, Pa.; W. L. Klemel, Elmhurst, Ill., whose terms expire 1919. Jesse A. Currey, Portland Heights, Ore.; and Geo. E. Thomas, Chestnut Hill, Philadelphia, Pa., whose terms expire 1920. Admiral Aaron Ward, Roslyn, N. Y., owing to other duties resigned.

Ex-officio members: Louis J. Reuter, Westerly, R. I.; S. S. Pennock, Philadelphia, Pa.

Honorary vice-presidents: E. S. Mills, D. D., Syracuse, N. Y.; J. Horace McFarland, Harrisburg, Pa.; Dr. Robt. Huey, Philadelphia; Major E. A. McKendrick, 105 Bay St., Toronto, Ont., Can.

A meeting of the society will be held at the convention of the Society of American Florists in New York City in August next.

The American Rose Society will be in charge of the Rose exhibits at the Cleveland Flower show in November.

The next annual meeting and exhibition will be at the international exhibition of the Society of American Florists, to be held in St. Louis, Mo., April, 1918.

At the annual meeting held in Philadelphia, March, 1917, carrying out the resolution

at the convention of 1916, to increase the executive committee from six to nine members, the committee was so enlarged.

We hope to have a good gathering of members at the August meeting.

Beacon, N. Y. BENJAMIN HAMMOND.

Nurserymen's Protective Associations

At the annual meeting of the American Nurserymen's Protective Association, held June 28th, at the nurserymen's convention at Philadelphia, the association re-elected all its officers except Irving Rouse, of Rochester, N. Y., who resigned as president and Harry Simpson, Vincennes, Ind., the vice-president. The following are the officers: President, J. W. Hill, Des Moines, ; vice-president, C. C. Mayhew, Sherman, Texas; secretary, Thos. B. Meehan, Dresher, Pa., and treasurer, Peter Youngers, Geneva, Neb.

The American Retail Nurserymen's Protective Association also met during the convention and elected the following officers: President, M. R. Cashman, Owatonna, Minn.; vice-president, B. J. Greening, Monroe, Mich., secretary-treasurer, E. M. Sherman, Charles City, Ia.

New England will produce between 1,000,000 and 1,200,000 baskets of peaches equaling the crop of two and four years ago, and the fruit will sell at the record-breaking price of 55 cents, if the efforts of the New England Peach Growers' Association are successful.

"A paper which gives the best value to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."
—H. Dumont, Chicago, Ill., in Printer's Ink.

Hill's Evergreens

YOU can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen, for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens:
WE want to become better acquainted with you:
Let's get together

THE D. HILL NURSERY CO., Inc.

EVERGREEN SPECIALISTS

Largest Growers in America

Box 402

Dundee, Ill.

French Seedlings

War conditions in France—lack of labor, use of land for food crops, etc.,—result in scarcity of planting material.

We are prepared to take care of Mr. DELAUNAY'S customers and glad to add to the list.

Quality, grades, packing and service probably vary more than prices for French stocks. If in doubt about where your money will buy you most, let us refer you to our customers IN YOUR OWN STATE. If thoroughly satisfied, DON'T CHANGE; if interested in BETTER quality, BETTER condition on arrival, LESS importing expense, let's talk it over.

JOHN WATSON & CO.,

Newark, New York.

Agents for F. Delaunay, of Angers, France.

AMERICAN NURSERYMAN

THE NATIONAL JOURNAL OF
COMMERCIAL HORTICULTURE

Featuring the Nursery Trade and Planting News of American and foreign activities as they effect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely Independent.

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ROCHESTER, N. Y., AUGUST 1, 1917

A REMARKABLE COMMENTARY

You should have on your desk, or already placed in your permanent file of the *American Nurseryman*, the two July issues. Together these issues constitute a remarkable commentary on Nursery Trade Journalism.

For in these two issues are presented, in regular course, the only adequate report of the Proceedings of the Philadelphia Convention which will be published short of the Official Proceedings (to appear some months later).

The address by President Watson is declared to be the finest and most comprehensive yet delivered by an American Association president. It was published practically in its entirety in the July 1st issue of the *American Nurseryman*, without garbling it or an excuse for doing so; for there was none.

The climax of the Convention Proceedings—the one important thing above all others—was the presentation on the last day of the resolution providing for the turning over of the management of the Association's affairs to a Business Manager, and the proposed amendments to the Constitution. This Resolution and these proposed Amendments were published exclusively in the *American Nurseryman*; and but for this publication the majority of the trade would be in ignorance of their existence.

And listen: All but two of the fourteen main features of the July 15th issue of the *American Nurseryman*, listed on the front cover of that number were exclusive to this publication! Among those subjects were some of the most important that came before the American Association at the Philadelphia convention.

If the regular receipt of such a trade publication at your office is provided for, well and good.

If you are not a subscriber or an advertiser in the *American Nurseryman* lists, we strongly advise that you be represented there.

Both the News and the Advertising columns of this publication are of direct value to every Nurseryman in the country.

THE PRICE

Subscription, per year \$1.50. Canada and abroad, 50¢ extra.

Advertising per inch \$1.40 for each insertion. Term and cash discounts.

MR. MAYHEW'S RESOLUTION

Introducing our report of the important resolution of business organization for the American Association of Nurserymen in our July 1st issue, we spoke of it as the result of combined influences. Had the resolution been adopted at the Philadelphia convention that action would undoubtedly have been the result of combined influences which worked toward bringing the organization to a point where such action would result. But as a matter of fact the resolution itself was the work of one man and upon re-reading our introduction referred to, we feel impelled to make this point clear. To Chairman J. R. Mayhew of the committee which outlined and presented the plan for reorganization at the Detroit convention is now also due the credit for originating, single-handed, the resolution providing for a central office for the Association, under the direction of a Secretary-Manager, and a commission of five to standardize the nursery business.

The fact that this resolution and the proposed amendments to the constitution were presented by Mr. Mayhew after a clear and detailed exposition of the needs of the organization should have been made clear in connection with our report of the matter last month. Those who heard the subject presented in Philadelphia thoroughly understand this; it is for the benefit of the trade generally not represented at the Philadelphia convention that we make this explanation.

Our readers, therefore, who may from time to time have further exposition by Mr. Mayhew of this vital subject will understand that it has been especially worked out by him for the benefit of the Association. It is due to Mr. Mayhew that nurserymen everywhere should not only study his carefully considered recital of organization needs as presented in his address at the Philadelphia convention, published in this issue, but also should give particular attention to what he may say in succeeding issues of this journal upon the subject, to the end that at the next convention intelligent action may be taken upon the resolution referred to and upon any other germane propositions which may there be presented.

The American Association is fortunate in having men of broad vision whose advice from time to time has been significant and far-seeing, though not always acted upon. A signal instance is the one we are now commenting upon.

THE NEW PRESIDENT

Lloyd C. Stark, president of the American Association, was born November 23, 1886 at Louisiana, Mo. He was educated in the public schools and is a graduate of the U. S. Naval Academy at Annapolis. He was formerly president of the Western Association of Nurserymen; and is now president of the Mississippi Valley Apple Growers' Association; and president of the Louisiana Commercial Club.

Mr. Stark is a member of the Wholesale Ornamental Growers' Association; American Protective Association; Retail Nurserymen's Protective Association; Missouri Nurserymen's Association; American Rose Society; Missouri Horticultural Society.

He is a member of the Army and Navy Club, Washington, D. C., the University Club, St. Louis, and the Army and Navy Club, New York City. He holds the offices of vice-president and general manager of the century-old nursery, The Stark Bro's Nurseries & Orchard Company, of Louisiana, Mo. Mr. Stark is the eldest son of the late Clarence M. Stark, who for many years was head of the Stark Bro's Nurseries & Orchard Company, and from whom Lloyd Stark inherited much of his horticultural and pomological knowledge.

THE QUESTION OF PRICES

Standardization is one of the most important matters before the nursery trade. It was emphasized at the Philadelphia convention and the American Association may be expected to announce a plan for co-operation soon.

Meantime we believe that greater publicity, within the trade, regarding prices quoted is greatly needed. Too long have nurserymen attempted to suppress all publication of priced articles for sale in the trade. It is quite probable that this practice is one of several which should be relegated to the days when the nurserymen generally and their national organization and trade mediums were using every means to suppress any publication of trade prices.

The fact is that trade prices, within the trade, should be freely quoted. This is necessary in order to do business readily; and it serves the double purpose of facilitating trade and of disclosing sources of objectionable practice.

A business announcement by a seller is much more effective when accompanied by the price at which the goods may be obtained. Nurserymen need to progress; they need to avoid—not the quotation of a trade price, but the sale of stock to unauthorized persons at that price. Trade prices will be sent out anyway; it cannot be stopped. But discretion in the sending and transactions connected therewith can in a degree be regulated.

NEXT A. A. N. CONVENTION IN CHICAGO

The Executive Committee of the American Association of Nurserymen, at a meeting following the Philadelphia Convention: Elected Curtis Nye Smith of Boston, Mass., Secretary and Counsel of the Association for the following year.

Appointed William Warner Harper as the representative of the Association to confer with Herbert Hoover in regard to the plan how the nurserymen may assist in food production.

Selected Chicago for the next annual convention on June 26-28, 1918.

CURTIS NYE SMITH,
Secretary.

July 17, 1917.

National Apple Growers

The National Apple Growers have arranged for a meeting at Niagara Falls, August 13th and 14th. The preliminary program includes the following subjects:

The apple crop from producer to consumer.

The Government as a market adviser and distributor.

How can adequate supply and prompt movement of cars be secured during apple harvest?

Should the best grade of apples be packed in more than one size?

Importance of apple as a food and its comparative value.

Conserving labor in harvesting the crop this year.

Are apple grading laws desirable?

Shall the fruit grower store his crop or sell at harvest time?

Advantages of various packages in marketing the crop.

How can the National Apple Growers Organization best serve its membership?

In the Seedling District

Editor American Nurseryman:

There is a moderate acreage of apple being grown in the seedling district this year, a limited quantity of Japan Pear, no French Pear, some Mahaleb. During the latter part of May the seedlings were looking very well. Since that time there has been some heavy rains, floods and storms that have done considerable damage in some of the blocks.

Under the most favorable conditions we do not anticipate any surplus in apple seedlings.

E. S. WELCH.

Shenandoah, Ia

June 19, 1917.

Regardless

The need is quite as urgent as if the war continues a year or three years. The food supply of the world is short and daily growing shorter. If the war ends before the ink on this page is dry every ounce of food that can be produced thruout the world is needed.

Millions of Belgians, including hundreds of thousands of innocent children are now slowly starving to death. Millions of others in the warring countries haven't had a square meal in two years and will take all the food we can spare. Whenever we produce for our own needs we release other supplies for those who are now hungry and will be hungry for many months to come.

—Wisconsin Horticulture

Baby Rambler's Club

Members of the American Association of Nurserymen who attended the Philadelphia convention noted the activities of the young men who assisted Secretary Smith in the registration and the distribution of badges, the sale of the tickets for the banquet, etc. These young men constitute the "Baby Ramblers."

The Baby Ramblers Club was formed at a dinner at the Milwaukee Convention, which was unique in that it was attended by an unusually large number of the younger generation in the Association. They were organized for the purpose of promoting a spirit of good fellowship, and to place at the disposal of the Association an organized body of young men who are willing and anxious to serve and to work to the best of their ability. The charter members were:

Horton Bowden, Rice Brothers Company; William Flemer, Jr., Princeton Nurseries; P. V. Fortmiller, Jackson & Perkins Co.; O. W. Fraser, Fraser Nursery Company; Gordon Hall, Baird & Hall; J. Hale Harrison, Harrison Nursery; A. F. Meehan, Thomas B. Meehan Company; B. J. Monahan, Pontiac Nursery Company; Clarence G. Perkins, Jackson & Perkins Co.; M. M. Scarff, Scarff's Nursery; Clay Stark, Stark Bro's N. & O. Company; Thomas Stark, Stark Bro's N. & O. Company.

New members elected at Philadelphia are: Luther Breck, Breck Robinson Nursery Co.; Spike Bryant, Bryant Nursery Company; Robert Essig, Pontiac Nursery; Henry Harrison, Harrison Nursery.

Officers elected at Philadelphia for this year are, President, Albert F. Meehan; Secretary and Treasurer, Horton Bowden.

The Baby Ramblers according to their custom, held a dinner on Thursday evening during the Convention at Fairmont Inn, Fairmont Park, Philadelphia.

Changes at Louisiana, Mo.

Lloyd C. Stark, vice-president and director of Stark Brothers Nurseries and Orchards Company, Louisiana, Mo., has resigned.

William P. Stark has been elected a director in the company.

It is understood that President Lloyd C. Stark of the American Association of Nurserymen has received a call to the colors, as a member for some time of the United States Navy.

Earl M. Wilson, son-in-law of William P. Stark has received another promotion from the Curtis Publishing Co., and is now advertising manager in the New York office.

In the July issue of the Journal C. Leroy Cleaver, Hingham Center, Mass., asked advice regarding planting of nut trees and remarked that he would like to buy his trees from the Maryland Nut Nurseries. This point in his communication was overlooked at the time. For the benefit of Mr. Cleaver and others who may be interested, it may be said that the Maryland Nut Nurseries are on the accredited list of the Northern Nut Growers Association and may be relied upon explicitly to supply reliable nut trees, grown for planting wherever they are sold. In other words nut trees from these nurseries will not be sold for planting where climatic conditions are not right for them. And these observations apply to other nurseries on the accredited list of the Association; that is why such nurseries are on the accredited list.



A. A. N. Members at Garden Nurseries, Narberth, Pa., June 30, 1917—After the Nurserymen's Convention in Philadelphia, Pa.

A. E. Wohlert, Narberth, Pa., sends this picture taken at the Garden Nurseries at Narberth, Pa., in the suburbs of Philadelphia, by Mr. Cashman the day after the convention closed; Mr. Cashman and the others named were the guests of Messrs. Muller and Wohlert and were taken to the best suburban district of Philadelphia and given an opportunity to visit Alba B. Johnson's Italian garden at Rosemont after first hav-

ing assembled at the Garden Nurseries and inspected them. Leaving Mr. Johnson's estate the party passed through the Chester Valley to Valley Forge where the campground and Washington's headquarters were looked over. Next to De Kalb Nurseries at Norristown and to dinner at William Penn Inn at Gwynedd, Pa. The rest of the afternoon the party was the guest of the Andorra Nurseries of Chestnut Hill, Philadelphia. A twelve mile drive through Fair-

mount Park wound up the day for the visitors.

Reading left to right the picture shows: 1. Adolph Muller, De Kalb Nurseries, Norristown, Pa.; 2. Chas. E. Greening, Monroe, Mich.; 3. O. E. Wohlert, Narberth, Pa.; 4. E. M. Sherman of Sherman Nursery Co. Charles City, Iowa; 5. Mr. E. M. Sherman; 6. C. C. Mayhew, Sherman, Texas; 7. Benj. J. Greening, Monroe, Mich.

Events in Nursery and Orchard Rows

At the Wisconsin Experiment Station—Observations on the production of scion roots have been made on about 6,000 nursery trees. It appears doubtful whether apple trees produce sufficient scion roots, in a nursery at least, to support the tree in case the stock roots are winterkilled. The results thus far accumulated do not accord with the view sometimes advanced that winterkilling is largely due to desiccation of injured parts.

Thinning Fruit—Regarding the cost of thinning, it is much cheaper and far easier to pick off a thousand fruits from an apple tree and let them fall to the ground, than it is to pick these same fruits in the fall, place them in a basket and carry down a ladder. A tree which is in need of thinning will produce as many bushels of fruit, even though several thousand may have been thinned off.

The results of thinning are:

1. Larger and better fruit.
2. Large percentage of fancy fruit.
3. Few culls.
4. Prevents overloading and weakening of tree.
5. Prevents breaking of branches.
6. Cheaper to harvest.
7. Tends to annual bearing.
8. Checks the spread of Brown Rot.
9. Larger return from the crop.

Fractional Rights in a Tree Row—A man owns whatever grows on his land or in the sky above it. According to Newton's laws, whatever is up must come straight down; therefore, whatever falls on a man's land is his, and each owner is entitled to pick up what lies on his premises. This would settle the issue as to almonds and prunes and other things harvested by gravity. In the case of fruits which have to be picked, the same principle applies: each is entitled to gather what grows above his land.—Pacific Rural Press.

A Weary Almond—To the Editor: What is the matter with my Drake seedling, ten years old? It has grown on light, sandy soil without irrigation is of medium size, and bore a good crop last year. I enclose sample twig.—J. N. O., Oakdale. The twig shows about three inches of new growth, with leaves about half an inch in length. There is no sign of pest or disease on the specimen and, unless you can find that the roots have been gophered, or in some other way the tree has been invaded, the present condition is due to general debility, owing to lack of moisture and perhaps of plant food. Such deficiency has prevented the tree from recovering strength after last year's fruiting. We would expect such a tree to die before the end of the summer. A good irrigation may save its life. If that is accomplished, the tree should be pruned back next winter to encourage stronger wood growth next summer.—Pacific Rural Press.

Connecticut Apple Crop Smaller—One of Connecticut's largest apple and peach growers estimates that there will be only a 30 or 40 per cent apple crop in this State this year. Last year he sent the most of his crop to England, but he states this year's crop does not warrant the acceptance of as large orders.

Strawberries in North Dakota—Fruit raising has received great impetus in the Red River valley during the past season. Judging from reports received at the Northwest experiment station at Crookston the strawberry belt has moved northward to the Red River valley. At the winter meeting of the Northwestern Horticultural society, the fruit wizards glowingly portrayed the possibility of the Red River valley as the strawberry growing section. Outsiders shook their heads and said it couldn't be done. Prof. T. M. McCall of the station has raised strawberries of five varieties on the heavy black soil at the Northwest experiment station, and on lighter areas near Maple Lake and other sections of the valley, reports of many years' successful fruit growing have been received. The Senator Dunlap variety

has proved to be the best variety of the standard bearing strawberry, with Bederwood and Warfield coming a close second. The overbearing varieties that have been successful include the Progressive and the Superb.

Heavy Peach Crop in Western New York—Jay Allis, prominent Ridgeway town orchardist, and one of the largest peach growers in Orleans County, N. Y., states that the surveys of the peach situation locally indicate that the crop will be of the best in quality and a bumper yield. There is very little leaf curl or insect pest. With the peach crop of 1915 close to 100 per cent, and that of 1916 about 75 per cent, Mr. Allis claims, barring unforeseen reverses, that this year's product will greatly exceed the average yield.

Railroad Company as Orchardist—T. S. Evans, assistant development agent of the Seaboard Air Line Railway company with offices at Hamlet, N. C., says that the development department of the seaboard system has interested the Florida Carolina Fruit company in planting 300 acres in peaches along its line either at Mc-Bee or Hamlet, N. C. This company has large citrus groves at Pasadena, Fla., and when the Carolina peaches commence bearing its entire force of expert packers will be brought to handle the crop.

The idea of combined orange and peach groves under one management is a novel one and is the idea of B. L. Hamner, general development agent of the Seaboard Air Line at Norfolk.

Money in Strawberries—In the season just closed strawberries brought approximately \$500,000 to the growers of northwest Arkansas and southwest Missouri, organized as the Ozark Fruit Growers' Association. The association marketed 412 cars of berries, containing about 200,000 crates. None of the crates sold for less than \$2.80 and most of them brought \$3 or better, the highest prices ever obtained.

Opens a New York Office—The Apple Growers' association of Hood River, composed of 900 members, through its board of directors, has elected Dwight L. Woodruff to take charge of the affairs of the association this season in New York city, where he will have full charge of the eastern and export fruit business of the association, which has heretofore been handled by H. F. Davidson.

The New York apple sales and the export business consume practically one half of the tonnage of the association. Mr. Woodruff is at present sales manager of the Salem Fruit Union, and has been formerly connected with the Bitter Root, Mont., frigation project, and has served as assistant manager of the Wenatchee, Wash., Fruit Growers' association.

Apple Shippers Convention—Information concerning the 23d annual convention of the International Apple Shippers Association in the Hotel Astor in New York City on August 15, will be furnished to those interested by R. C. Phillips at 522 Mercantile Building, Rochester. A large apple display is to be a feature of the convention and prizes of silver and bronze medals and ribbons of different colors will be awarded to exhibitors of the best fruit.

Apple Growers Receive Checks—The Hood River Apple Growers Association on July 12 placed in the hands of its 900 members checks for the balance due on their 1916 apple account, and which represent the final settlement. The association handled last year practically 85 per cent of the tonnage of the valley, amounting to practically 1,000,000 boxes of apples.

Returns to the growers indicate that the net amount per box back to the growers with the association's charges deducted for the Yellow Newtowns and Spitzenburgs, which comprise the bulk of the tonnage, and for the three shipping grades, extra fancy, fancy and choice of all sizes, will be between 85c and 90c per box. The associa-

tion's charges for handling has been approximately 22c per box. It is understood that cash buyers have been in the field already and have been offering around \$2.00 per box for apples this season. It is estimated that Hood river valley will not produce much over 50 per cent of the tonnage grown last year.

Northwest Apple Crop—L. L. Blot, secretary of the Fruit Growers' agency at Spokane has issued the following crop estimates on apples covering the various districts in the states of Montana, Idaho, Oregon and Washington. By districts, his estimates are:

Montana (Bitter Root valley), 500 cars; Walla Walla, Wash., 500 cars; White Salmon, Wash., and Underwood district, 200 cars; southern Idaho, 2,000 cars; Yakima valley, Wash., 8,500 cars; Lewiston, Idaho, district, 250 cars; Hood River, Ore., 1,200 cars; Medford and adjoining districts in western Oregon, 1,500 cars; Wenatchee, Wash., district, 8,000 cars; Spokane, Wash., district, 650 cars; total, 23,500 cars.

That the Western New York peach crop will turn out larger than first expected seems a certainty. Fruit growers of Niagara county expect an enormous peach crop, which local authorities predict will eclipse that of several years past. Little talk is heard of the Niagara fruit crop outside of peaches. Apples are expected to be a short crop, but other fruits like pears, plums, cherries and berries will average, if not exceed that of other years.

A convention of Landscape Extension Workers was held in Madison, Wisconsin, during the last week in June. Representatives of nine states were present, and the idea of better parks, home grounds and school grounds was thoroughly discussed. Professor Henry R. Francis represented the New York State College of Forestry, Syracuse University, at the conference. The Convention next year will be held at Syracuse.

The Elberta peach crop in Arkansas this season will be the lightest in years. Last year the crop was short but it is shorter this season. Estimates, based on present conditions, figure the total crop of Elbertas for the entire state at 1,000 to 1,100 cars. The biggest yields will be in the Clarksville, Van Buren and Highland territories.

R. G. Phillips, secretary of the International Apple Shippers' Association has issued the schedule of rules, classes and prizes that are to apply to the apple exhibit, at the association's annual convention, August 15, running three days, at the Hotel Astor, New York. This is the eighth annual apple show and will be one of the most elaborate the association has held.

J. H. H. Boyd, long proprietor of the Riverview Nursery Company, McMinnville, Tenn., has decided to retire from the nursery business. Sickness in his family, the death of his 18 year old daughter on May 1, ill health and uncertainty of competent help are causes. He will turn over his business to the Forest Nursery & Seed Co., McMinnville.

Imports of nursery stock into the United States during March 1917 amounted in value to \$59,934, as against \$410,011 in March 1916. The effect of trans-Atlantic conditions is clearly shown by these figures.

Apple scab, blotch and codling moth are making great inroads on the orchards of Nebraska, says Grove E. Porter, secretary of the Nebraska Horticultural society.

Wesley Greene, secretary of the Iowa horticultural society, finds that the apple crop of this year is going to be about 20 per cent better than last year.

See you saw it in AMERICAN NURSERYMAN

IN NURSERY ROWS

War conditions have increased interest in the American production of fruit tree seedlings. For years American apple seedlings have been produced in considerable quantities in the Middle West, the deep fertile soil of the Kaw Valley in Kansas being especially suited to the purpose. More recently the growing of seedlings in Southern California has been undertaken under the direction of an expert from France; and seedlings have been grown in other parts of the United States. Soil and climate have much to do with the production of a good variety of seedlings. Hard and shallow soils do not permit the making of long, unbranched tap roots. French crabs and Vermont crab seedlings are mainly used for standard apple. Seed for seedling trees is preferred for growing seedlings for nursery purposes, because it is believed that stronger stocks can be produced than when seed from cultivated apple trees is used. The seed used is mainly that from cider mills in France and New England. It is mixed with sand and stored in boxes, kept moist, sheltered, and occasionally stirred. The seed will swell in four weeks' time; it is then put in cold frames and later transplanted, or it is sown in the field. Field planting is in rows three or four feet apart, the



Raking Baby Seedlings Before Horse-Cultivating. In F. W. Watson & Company's Nurseries

from Arkansas and Oklahoma. The seed is stratified in the winter and is sown in the spring, the stratification causing freezing and splitting and subsequent growth the first season; otherwise only a portion of the seed would germinate at once, the remainder exhibiting growth in a year or two.

Myrobalan is the leading stock for plums. Mariana is unpopular because it makes poor unions, has a dwarfing effect and is likely to sucker. European nurserymen regard myrobalan as a dwarfing stock, producing short-lived trees. St. Julien is believed by some to produce hardier and thrifter trees.

ably 95 per cent of sour cherries are budded upon it. It is cheaper and easier to work than is the mazzard; ripens its trees better and is dug earlier. But fruit growers find it less profitable under equal conditions of soil and climate than trees on mazzard. In the Northwest the sand cherry, *Prunus pumila*, is used for sour cherries; easy to work as mahaleb and seedlings large enough to set in nursery rows the following spring for August budding. Winter-rooted cuttings set in the nursery with two to four inches of growth can also be budded in August. Cherries are usually budded with buds taken from nursery stock. The belief that fruit trees may be improved by bud selection finds no support in the case of the cherry. There are now about six hundred varieties of cherries grown in America and Europe and the names of as many more that have passed from cultivation remain. In America one or more of the two cultivated species are grown from New Foundland to Vancouver Island on the north, southward to the Gulf of California, Texas and Florida, probably yielding crops in a greater diversity of soils and climates than any other tree fruit.



Wheel Hoeing Young Apple Seedlings. On 175 Acres in a Kansas Nursery

seed being dropped at intervals of about an inch. Thorough cultivation follows the appearance of growth. In the fall, after the leaves have dropped, the seedlings are dug with nine to twelve inches of root and are tied in bundles of 100 and stored in sawdust.

Most of the pear stocks used in the United States are still grown in France, where the seed is obtained from pear cider presses. Branching roots are obtained by early ransplanting in the seed beds. Japanese stocks are regarded by some nurserymen as superior to French pear stocks, and certainly better than the seed from Delaware, New Jersey and Maryland canning factories which is used to some extent in this country. Whole stocks are whip-grafted at the crown for standard pear trees.

While peach pits from canning factories are extensively used for seedling purposes, many nurserymen prefer seed from seedling trees in the mountain of North and South Carolina, Tennessee or adjacent states and

For warm, sandy or gravelly soils peach stock is used for plum trees. It is easy to bud, the trees make rapid growth in nursery at less cost than on other stocks. W. & T. Smith Co., Geneva, N. Y., report satisfactory results with American seedlings; the chief fault is suckering.

Prof. Hedrick says that despite the importance of the cherry and its antiquity, the question of stocks is unsettled. "Fruit growers favor mazzard; nurserymen, mahaleb, which they consider fit at least for sweet and best for sour kinds. Nurserymen say it is not practicable to grow cherries on mazzard at prices fruit growers will pay. The mazzard, *Prunus avium*, or wild sweet cherry, used for centuries as a stock, grows 30 to 40 feet in height, with trunks often 18 inches in diameter. Imported seedlings from France are badly attacked in nurseries by fungi, but they produce uniform trees and fruit. Mahaleb, *Prunus mahaleb*, is a thick, slender-branched bush with inedible fruit, differing much from sweet and sour cherries. It has been used in this country since 1850 as a dwarfing stock, but now for all purposes. The seed comes from France. Prob-

Secretary John Hall has issued the official proceedings of the 62nd annual meeting of the Western New York Horticultural Society in his usual comprehensive manner. It is a valuable book for reference. A summary of the proceedings appeared in this journal at the time of the meeting.

The Champaign county apple crop is looking fine, according to a prominent apple grower of that county. The trees on his farm are loaded, especially the trees of Grimes Golden, Jonathans, Winesaps and Black Twigs. The apples are now about the size of dove eggs or considerably larger than navy beans.

The Illinois Horticultural Society will meet at Flora, Ill., August 7-8.

Fruit evaporators find prospect of about a twenty per cent. apple crop in Western New York.

In West Virginia and Michigan boys and Boy Scouts in considerable number helped harvest the cherry crop.

The California Nursery Co., Niles, Cal., reports a busy season, with an exceptional demand for evergreens. Heavy sales on fruit stocks are anticipated.

1917 Crop Peach Seed

The best we can figure, there will be about 25 to 30% of the 1916 crop. We hope there will be enough to go around, but cannot guarantee it. We always have been able to fill our orders and hope to be able to do so this year. You are going to plant seed, and we advise that you get the order placed and the seed shipped as soon as possible, while transportation facilities are fairly good. No one knows what the same will be this fall.

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Privet Ibota, 10 to 12 in.....	8.00	6.00
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Send for complete list of lining out stock.

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12 to 18 in., heavy.....	18.00	15.00
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The table of contents includes: An introduction on general principles, germination, seed testing, potting, layerage, bottom heat, cuttings, classes of cuttings, graftage, and theories and laws, Daniel's experiments in graftage, tree stocks and scion handling, grafting waxes and wound dressing, methods of grafting considered individually, budding methods, nursery management, and laws affecting nursery stock.

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LITERATURE

Growing Cherries East of the Rocky Mountains—H. P. Gould (U. S. Dept. Agr., Farmers' Bul. 776 (1916), pp. 36, figs. 29). A treatise on cherry culture discussing the extent and distribution of cherry growing, locations and sites for cherry orchards, methods of propagation, selection of stocks and trees, the season for planting trees, care of trees when received from the nursery, preparation of the land, planting operations, pruning at time of planting, tillage and maintenance of soil fertility, intercrops, irrigation, pruning, fungus diseases and insects and other pests, picking and handling the fruit, varieties, the sterility of sweet cherries, the sequence of ripening of different varieties, and the future planting of cherries.

Methods and Problems in Pear and Apple Breeding—W. R. Ballard (Maryland Sta. Bul. 196 (1916), pp. 79-92, figs. 3).—Investigations in the improvement of orchard fruits have been conducted by various investigators at the station for 11 years. The data secured from these breeding projects are reserved for a later publication. The present bulletin is limited to a discussion of some of the methods which have been found useful and some of the problems which have been encountered in these investigations. The phases discussed include knowledge of varieties, the blooming period, collecting and ripening pollen, emasculation, pollination, bagging and labeling, setting of the fruit, gathering and planting the seed, handling the seedlings, early elimination of undesirable types, the permanent planting, and the fruiting age. A summary is given of the pear and apple crosses made at the station showing the number of buds pollinated and the number and percentage of fruit set.

The Control of Damping-off of Coniferous Seedlings—C. Hartley and R. G. Pierce, (U. S. Dept. Agr. Bul. 453 (1917), pp. 32, pls. 2, fig. 1).—Accounts are given of experiments for the control of damping-off of coniferous seedlings due to various fungi, among them *Pythium debaryanum*, *Fusarium moniliforme*, and *Corticium vagum solani*.

Experiments for the control of loss due to damping-off are reported from a number of Forest Service nurseries and elsewhere, in which various methods of soil disinfection were tested. Of the many methods tested, treatments with sulphuric acid, copper sulphate, zinc chlorid, and formaldehyde have proved most satisfactory, but the different disinfectants behaved quite differently at different nurseries. On the whole, dilute sulphuric acid has given the best results. Heat disinfection has been only partially effective. In some soils formaldehyde was found to kill dormant seed, while the other chemicals mentioned caused in some nurseries the death of the root tips of the germinating seedlings. Sulphuric acid as a disinfectant has in some cases resulted in a marked increase in the late season growth of pine seedlings.

Planting Pecans, Budding, Grafting, and Transplanting Pecan Trees—J. A. Evans (Tex. Agr. Ext. Serv. Bul. B-85 (1917), pp. 32, figs. 8).—Practical instructions on budding, grafting, planting, and transplanting pecans are given, including information relative to varieties adapted to different sections of the State.

Dusting and Spraying Nursery Stock—V. B. Stewart (New York Cornell Sta. Bul. 385 (1917), pp. 335-361, figs. 9).—Preliminary investigations having given very successful results for the control of various leaf diseases of nursery stock by dusting (E. S. R., 34, p. 747), the author conducted further trials in 1916 on a more extensive scale, in which a dust mixture composed of 90 parts of finely ground sulphur and 10 parts of powdered arsenate of lead was employed in an attempt to control the leaf blotch of horse chestnut, leaf spots of currant, plum, cherry, and quince, apple scab, and mildew of rose.

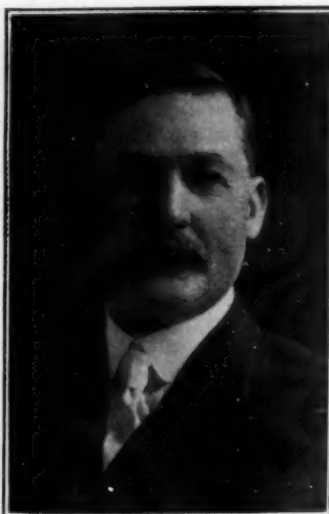
The results obtained show that, if properly applied, dust sprays will control these diseases in a nursery. The dusting method

is considered slightly more expensive, but the applications of the dust mixture can be made in a much shorter time and more thoroughly than can spraying mixtures applied with the usual machines employed by nurserymen.

Studies on Chestnut Tree Diseases—V. Ducomet (Ann. Serv. Epiphyties, Mem. et Rap., 2 (1913), pp. 101-108, figs. 3).—Discussing the geographical distribution and extension of the disease called black canker, its causation, and protective measures, the author expresses doubt as to its being caused exclusively by *Melanconis modonia* (M. perniciosus) and its *Coryneum* form, as a disease apparently comparable is associated with *Cytodiplospora castaneae*.

Treatment of the soil by disinfecting it with carbon bisulphid and by the addition of chemical fertilizers failed to check the progress of the disease, but cutting away the diseased upper portion of a tree infected with *Coryneum* apparently stopped its progress. It is thought that *Melanconis* is not primarily the causative parasite. Of the Japanese varieties showing resistance to black canker, two proved to be susceptible, though in different degrees, to oak tree Oidium.

Encyclopedia of Horticulture—Compiled by A. Pucci (Encyclopedia Orticola. Turin: Il Giardinaggio (1910-1916), vols. 1-4, pp. 1684, figs. 2007).—A compiled work comprising a complete illustrated dictionary of all the ornamental, flowering, and economic plants, cultivated or adapted for culture in the gardens of Italy, including also directions for culture, methods of propagation, uses and illustrated descriptions of all garden equipment, tools, and accessories.



M. McDONALD, Orenco, Ore., Pres. Oregon Nursery Co.—President Pacific Coast Association of Nurserymen

Pacific Coast Nurserymen

The Pacific Coast Association of Nurserymen, in annual convention in Tacoma, Wash., on July 13 elected:

President, M. McDonald, Orenco, Ore.

Vice-presidents, C. Maimo, Seattle; A. Brownell, Portland; M. R. Jackson, Fresno; C. L. Trotter, Vancouver, B. C.; P. A. Dix, Salt Lake City; T. W. Mills, Heppner; C. T. Hawkes, Caldwell, Idaho.

Secretary-Treasurer, C. A. Tonneson, Burton, Wash.

The next annual convention will be held in Portland, Ore.

John R. and A. C. Waller have purchased the Lee farm, near Zwinglie, containing the largest apple orchard in northern Iowa. Geo. Massey, of Bernard, has taken charge of the farm and states that he expects to produce the finest quality apples. At present there are more than 1,500 fruit-bearing trees with over twenty varieties of apples.

A Nurseryman's Advice

President Lloyd C. Stark Before American Association of Nurserymen, Phila., Pa., June 27, 1917

Out in Missouri there is a little town called 'Louisiana,' named soon after, and in honor of, President Jefferson's great Louisiana Purchase, which is now virtually the granary of the world. In this town most every little 60x60 back yard has its fruit garden with enough space left between the trees for vegetables. Standing on one of our Mississippi River Hills—rivaling in beauty the famed Palisades of the Hudson—and looking down upon the town, it resembles a vast orchard with house tops and chimneys peeping through the glistening green foliage.

And now I come to the point I would impress upon you—upon every family in Philadelphia, upon every family throughout the world. It is this: The value of one year's crop of fruit grown in one of these little 60 by 60 back yard orchards was worth nearly \$100. Nothing so extraordinary about that, you may say. True, it is not so much, but just remember it may be produced almost without labor and at a cost of \$2 or \$3 for spray pump and material. Big red apples, golden yellow peaches, varicolored plums and purple grapes, all a large family could use, enough for the winter supply of canned peaches and plums, pickles and preserves, to say nothing of enough barreled apples in the cellar for the cold winter days!

I tell you that a man who is perhaps looked upon as America's greatest practical food authority, none other than Herbert Hoover, has taken the position that fruit is even more essential than potatoes and that much of the ill health, so his experience in Belgium has shown, is due to the fact they receive no fruit in their diet, perhaps you will be surprised. Fruit acids and extracts and the fiber which fruit contains are essential to good health. As a nation we are realizing this more and more. Doctors have been preaching it, fruit dietists have been emphasizing the need of fruit foods in our diet and in the highly organized life such as a large percentage of our nation is now leading in the congested districts, the use of fruit in the diet becomes more important than ever.

In our national life we have grown so rapidly, we have moved so fast, that our fruit production has not been able to keep up the pace. Selecting, for example, the apple—of which America is the world's greatest producer—we have found, upon going back to the census of 1896 (and I hope you will pardon me the use of statistics), a crop of 69,000,000 barrels of apples. From that year down to the last census we find a steady decrease in annual production to 23,385,000 barrels, or, briefly, in twenty years, while our population increased over 33 per cent. our apple production decreased 67 per cent. A tremendous falling off in one of our greatest foods.

COMING EVENTS

Illinois Horticultural Society—Flora, Ill., Aug. 7-8.

Michigan Horticultural Society—Adrian, Aug. 8-9.

National Apple Growers—Niagara Falls, N. Y., Aug. 13-14.

International Apple Shippers—New York City, Aug. 15.

Northern Nut Growers—Stamford, Conn., Sept. 5-6.



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